1985
Final

1986
Preliminary

C3150-8-U

Business Failure Record

A comparative statistical analysis of geographic and industry trends in business failures in the United States.

The Dun & Bradstreet Corporation

Required Reading

Dun & Bradstreet's statistical series on business failures was revised in 1984 by adding the following industry sectors to the failure coverage: agriculture, forestry and fishing; finance, insurance and real estate; and the services sector in its entirety. All industries in the U.S. are now represented in Dun & Bradstreet's business failure coverage. Data prior to 1984 are not directly comparable to the current series. The 1986 data are subject to minor revisions due to amended court filings. Many of the tables in this report are available on a monthly and quarterly basis.

Definitions

Dun & Bradstreet's business failure statistics include businesses that ceased operations following assignment or bankruptcy; ceased operations with losses to creditors after such actions as foreclosure or attachment; voluntarily withdrew leaving unpaid debts; were involved in court actions such as receivership, reorganization or arrangement; or voluntarily compromised with creditors.

Business Failures vs. Business Discontinuances: Business failures do not represent total business closings, which consist of both business failures and business discontinuances. As defined in Dun & Bradstreet's statistics, business failures consist of businesses involved in court proceedings or voluntary actions involving losses to creditors. In contrast, businesses that discontinue operations for reasons such as loss of capital, inadequate profits, ill health, retirement, etc., are not recorded as failures by Dun & Bradstreet if creditors are paid in full. Although they represent only a percentage of total closings, failures have the most severe impact upon the economy.

Every year thousands of firms are started, many either fail or discontinue, and others transfer ownership or control. Each business day, over 35,000 changes are made to the Dun & Bradstreet database of over nine million businesses at our National Business Information Center. New names are added and closed businesses are deleted, name styles altered, and financial information revised. This is all evidence of the dynamic change and turnover constantly taking place in the business population.

Liabilities as defined by Dun & Bradstreet refer to liabilities at time of failure. They include all accounts and notes payable and all obligations, whether in secured form or not, known to be held by banks, officers, affiliated companies, supplying companies or the government. Long-term, publicly held obligations are not included and offsetting assets are not taken into account.

Total Listed Concerns represent the total number of business enterprises listed in the Dun's Census of American Business, a reference book listing the number of businesses in each four-digit Standard Industrial Classification Code at the national, state and county level. The book is published by Dun's Marketing Services, a company of The Dun & Bradstreet Corporation.

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Summary Analysis

The statistical information published in the *Dun & Bradstreet Business Failure Record* represents the most complete data available on business failures—a key indicator of the health of American business. Dun & Bradstreet has maintained a statistical series on business failures since the 1920s. The series was revised in 1984, as described on the inside front cover. This issue contains final data for 1985 and preliminary figures for 1986.

Trends in U.S. business failures, by industry and region, illustrate the diversity of economic behavior that characterizes the complex dimensions of the national economy. The current data reflect the economic strength of the New England and Middle Atlantic states, where failures decreased by 9.2 percent and 11.5 percent, respectively. In contrast, failures increased dramatically in 1986 in the oil producing states of Oklahoma (up 175 percent), Alaska (up 67 percent), Texas (up 56 percent) and Louisiana (up 32 percent). Further, the continued economic stress in the nation's agricultural sector is evident in the growth of failures in the nation's breadbasket region. It should be noted, however, that failures peaked in some farm states in 1985, resulting in decreases in 1986.

Dun & Bradstreet monitors the number of business failures on a weekly basis and publishes failure data in a regular series of weekly, monthly and quarterly reports. These reports represent one of the few statistical resources that track economic developments on a regional and industrial basis throughout the nation.

In addition to its statistics on business failures, Dun & Bradstreet maintains two statistical series on new business activity. *New Business Incorporations* has provided monthly data on the number of new incorporations filed in each state since 1946. *New Business Starts* (revised in 1985) consists of businesses added to Dun & Bradstreet's commercial credit information file, which contains data on more than nine million U.S. firms that are actively participating in the marketplace. Both series provide good measures of the relative trend in entrepreneurial activity. Business starts, however, provide a significantly more accurate measure of the actual number of new businesses, since new incorporations include many entities established principally for legal or tax purposes.

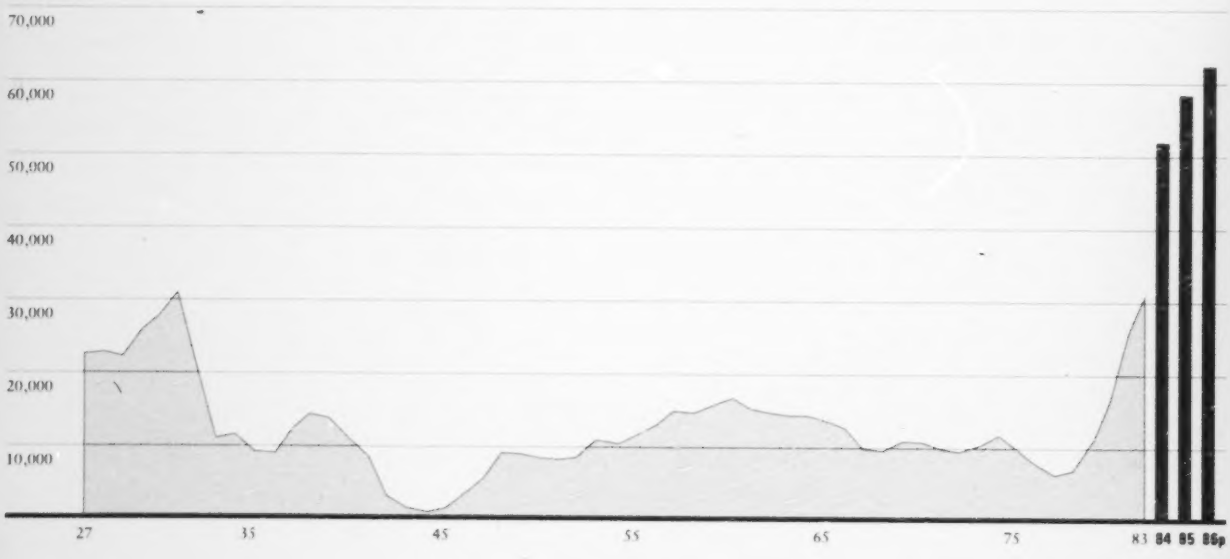
These data reflect a high level of entrepreneurial activity in recent years, spurred by the strong economic recovery which began in 1983. In fact, new business formation has played an important role in the current recovery. Since approximately half of the failures reported by D&B every year consist of firms which started within the previous five years, the current increase in failures is attributable, in part, to bankruptcies among some of these recent starts.

Failure Trends Since 1927

	Number of failures	Total failure liabilities	Failure rate per 10,000 listed concerns	Average liability per failure
1927	23,146	$520,105,000	106	$22,471
1928	23,842	489,559,000	109	20,534
1929	22,909	483,252,000	104	21,094
1930	26,355	668,282,000	122	25,357
1931	28,285	736,310,000	133	26,032
1932	31,822	928,313,000	154	29,172
1933	19,859	457,520,000	100	23,038
1934	12,091	333,959,000	61	27,621
1935	12,244	310,580,000	62	25,366
1936	9,607	203,173,000	48	21,148
1937	9,490	$183,253,000	46	$19,310
1938	12,836	246,505,000	61	19,204
1939	14,768	182,520,000	70	12,359
1940	13,619	166,684,000	63	12,239
1941	11,848	136,104,000	55	11,488
1942	9,405	100,763,000	45	10,713
1943	3,221	45,339,000	16	14,076
1944	1,222	31,660,000	7	25,908
1945	809	30,225,000	4	37,361
1946	1,129	67,349,000	5	59,654
1947	3,474	$204,612,000	14	$58,898
1948	5,250	234,620,000	20	44,690
1949	9,246	308,109,000	34	33,323
1950	9,162	248,283,000	34	27,099
1951	8,058	259,547,000	31	32,210
1952	7,611	283,314,000	29	37,224
1953	8,862	394,153,000	33	44,477
1954	11,086	462,628,000	42	41,731
1955	10,969	449,380,000	42	40,968
1956	12,686	562,697,000	48	44,356
1957	13,739	$615,293,000	52	$44,784
1958	14,964	728,258,000	56	48,667
1959	14,053	692,808,000	52	49,300
1960	15,445	938,630,000	57	60,772
1961	17,075	1,090,123,000	64	63,843
1962	15,782	1,213,601,000	61	76,898
1963	14,374	1,352,593,000	56	94,100
1964	13,501	1,329,223,000	53	98,454
1965	13,514	1,321,666,000	53	97,800
1966	13,061	1,385,659,000	52	106,091
1967	12,364	$1,265,227,000	49	$102,332
1968	9,636	940,996,000	39	97,654
1969	9,154	1,142,113,000	37	124,767
1970	10,748	1,887,754,000	44	175,638
1971	10,326	1,916,929,000	42	185,641
1972	9,566	2,000,244,000	38	209,099
1973	9,345	2,298,606,000	36	245,972
1974	9,915	3,053,137,000	38	307,931
1975	11,432	4,380,170,000	43	383,150
1976	9,628	3,011,271,000	35	312,762
1977	7,919	$3,095,317,000	28	$390,872
1978	6,619	2,656,006,000	24	401,270
1979	7,564	2,667,362,000	28	352,639
1980	11,742	4,635,080,000	42	394,744
1981	16,794	6,955,180,000	61	414,147
1982	24,908	15,610,792,000	88	626,738
1983	31,334	16,072,860,000	110	512,953
1984	**52,078**	**29,268,646,871**	**107**	**562,016**
1985	**57,253**	**36,937,369,478**	**115**	**645,160**
1986p	**61,232**	**44,045,987,806**	**120**	**719,330**

Due to statistical revision, data prior to 1984 are not directly comparable with the new series.
p = preliminary

Number of Failures



Failure Distribution by Liability Size

	Liabilities under $5,000		Liabilities $5,000 to $25,000		Liabilities $25,000 to $100,000		Liabilities $100,000 to $1 Million		Liabilities over $1 Million	
	Number	%	Number	%	Number	%	Number	%	Number	%
1945	270	33.4%	343	42.4%	146	18.0%	45	5.6%	5	0.6%
1946	263	23.3%	488	43.2%	252	22.3%	119	10.6%	7	0.6%
1947	600	17.3%	1,661	47.8%	842	24.2%	350	10.1%	21	0.6%
1948	846	16.1%	2,799	53.3%	1,208	23.0%	374	7.1%	23	0.5%
1949	1,915	20.7%	4,646	50.3%	2,147	23.2%	520	5.6%	18	0.2%
1950	2,065	22.5%	4,706	51.4%	1,975	21.6%	407	4.4%	9	0.1%
1951	1,832	22.7%	4,160	51.6%	1,634	20.3%	412	5.1%	20	0.3%
1952	1,428	18.8%	3,884	51.0%	1,769	23.3%	512	6.7%	18	0.2%
1953	1,383	15.6%	4,317	48.7%	2,375	26.8%	748	8.5%	39	0.4%
1954	1,640	14.8%	5,640	50.9%	2,946	26.5%	829	7.5%	31	0.3%
1955	1,785	16.3%	5,412	49.3%	2,916	26.6%	820	7.5%	36	0.3%
1956	2,032	16.0%	6,152	48.4%	3,431	27.1%	1,022	8.1%	49	0.4%
1957	2,001	14.6%	6,699	48.8%	3,847	28.0%	1,147	8.3%	45	0.3%
1958	2,028	13.5%	7,015	46.9%	4,456	29.8%	1,408	9.4%	57	0.4%
1959	1,841	13.1%	6,664	47.4%	4,202	29.9%	1,284	9.1%	62	0.5%
1960	1,688	10.9%	6,884	44.6%	5,078	32.9%	1,703	11.0%	92	0.6%
1961	1,903	11.1%	7,378	43.2%	5,725	33.5%	1,973	11.6%	96	0.6%
1962	1,647	10.4%	6,700	42.5%	5,425	34.4%	1,876	11.9%	134	0.8%
1963	1,296	9.0%	5,781	40.2%	5,115	35.6%	2,031	14.1%	151	1.1%
1964	1,093	8.1%	5,202	38.5%	5,051	37.4%	2,003	14.9%	152	1.1%
1965	1,007	7.5%	5,067	37.5%	5,266	39.0%	2,005	14.8%	169	1.2%
1966	932	7.1%	4,569	35.0%	5,332	40.8%	2,042	15.7%	186	1.4%
1967	814	6.6%	4,434	35.9%	4,896	39.6%	2,045	16.5%	175	1.4%
1968	481	5.0%	3,332	34.6%	4,016	41.7%	1,686	17.5%	121	1.2%
1969	416	4.6%	3,000	32.8%	3,776	41.2%	1,807	19.7%	155	1.7%
1970	430	4.0%	3,197	29.7%	4,392	40.9%	2,450	22.8%	279	2.6%
1971	392	3.8%	2,806	27.2%	4,413	42.7%	2,423	23.5%	292	2.8%
1972	394	4.1%	2,497	26.1%	4,149	43.4%	2,236	23.4%	290	3.0%
1973	285	3.0%	2,434	26.1%	3,908	41.8%	2,375	25.4%	343	3.7%
1974	304	3.1%	2,150	21.7%	4,279	43.1%	2,755	27.8%	427	4.3%
1975	292	2.5%	2,226	19.5%	4,986	43.6%	3,459	30.3%	469	4.1%
1976	122	1.3%	1,750	18.2%	4,304	44.7%	3,029	31.4%	423	4.4%
1977	102	1.3%	1,283	16.2%	3,476	43.9%	2,708	34.2%	350	4.4%
1978	76	1.2%	928	14.0%	2,708	40.9%	2,593	39.2%	314	4.7%
1979	62	0.8%	954	12.6%	2,914	38.5%	3,216	42.5%	418	5.6%
1980	72	0.6%	1,243	10.6%	4,367	37.2%	5,417	46.1%	643	5.5%
1981	118	0.7%	1,862	11.1%	6,253	37.2%	7,648	45.6%	913	5.4%
1982	141	0.6%	2,789	11.2%	8,579	34.4%	11,737	47.1%	1,662	6.7%
1983	1,065	3.4%	4,167	13.3%	10,340	33.0%	13,851	44.2%	1,911	6.1%
1984	**16,095**	**30.9%**	**5,489**	**10.5%**	**11,943**	**22.9%**	**15,723**	**30.2%**	**2,828**	**5.4%**
1985	**19,028**	**33.2%**	**5,287**	**9.2%**	**12,236**	**21.4%**	**17,359**	**30.3%**	**3,343**	**5.8%**
1986p	**21,790**	**35.6%**	**4,548**	**7.4%**	**12,487**	**20.4%**	**18,749**	**30.6%**	**3,658**	**6.0%**

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p = preliminary

Failures by States and Regions
Totals and Rates

	Number of failures			Failure rate per 10,000 listed concerns	
	1985	1986 p	% Change	1985	1986 p
New England	**1,228**	**1,115**	**– 9.2%**	**43.2**	**38.3**
Maine	80	59	– 26.3%	33.2	24.2
New Hampshire	61	54	– 11.5%	27.2	23.3
Vermont	38	30	– 21.1%	29.5	22.6
Massachusetts	683	733	7.3%	54.4	57.0
Connecticut	306	202	– 34.0%	39.6	25.4
Rhode Island	60	37	– 38.3%	27.2	16.6
Middle Atlantic	**4,498**	**3,980**	**– 11.5%**	**55.8**	**48.0**
New York	1,851	1,510	– 18.4%	46.2	36.8
New Jersey	990	907	– 8.4%	58.5	51.2
Pennsylvania	1,657	1,563	– 5.7%	69.9	64.9
East North Central	**9,995**	**9,589**	**– 4.1%**	**119.5**	**112.6**
Ohio	2,456	2,057	– 16.2%	120.8	99.7
Indiana	1,245	1,085	– 12.9%	124.5	106.9
Illinois	3,402	3,277	– 3.7%	135.1	127.6
Michigan	1,465	1,609	9.8%	82.8	88.4
Wisconsin	1,427	1,561	9.4%	136.7	148.4
West North Central	**4,892**	**5,205**	**6.4%**	**114.6**	**119.8**
Minnesota	506	635	25.5%	47.8	60.0
Iowa	830	663	– 20.1%	124.8	93.7
Missouri	1,247	1,622	30.1%	111.8	143.7
North Dakota	94	98	4.3%	55.1	55.9
South Dakota	145	150	3.4%	78.7	79.1
Nebraska	487	365	– 25.1%	113.3	84.8
Kansas	1,583	1,672	5.6%	244.8	255.5
South Atlantic	**6,555**	**6,255**	**– 4.6%**	**88.1**	**80.7**
Maryland	450	462	2.7%	55.3	54.3
Delaware	46	46	0.0%	38.6	37.4
District of Columbia	60	69	15.0%	33.7	38.5
Virginia	991	684	– 31.0%	106.1	68.8
West Virginia	367	225	– 38.7%	129.5	77.0
North Carolina	665	583	– 12.3%	64.8	54.8
South Carolina	230	264	14.8%	44.6	49.0
Georgia	952	606	– 36.3%	87.0	53.4
Florida	2,794	3,316	18.7%	112.8	128.7

	Number of failures			Failure rate per 10,000 listed concerns	
	1985	1986 p	% Change	1985	1986 p
East South Central	**3,276**	**2,983**	**– 8.9%**	**128.1**	**115.2**
Kentucky	983	947	– 3.7%	141.5	135.9
Tennessee	1,217	1,166	– 4.2%	148.6	140.0
Alabama	608	369	– 39.3%	97.4	58.5
Mississippi	468	501	7.1%	111.7	117.0
West South Central	**7,943**	**12,704**	**59.9%**	**142.2**	**222.6**
Arkansas	622	372	– 40.2%	129.6	76.4
Oklahoma	1,030	2,834	175.1%	133.8	366.0
Louisiana	1,383	1,824	31.9%	162.9	213.1
Texas	4,908	7,674	56.4%	140.8	213.8
Mountain	**5,359**	**5,894**	**10.0%**	**176.9**	**191.1**
Montana	194	184	– 5.2%	75.8	71.6
Idaho	203	311	53.2%	88.6	130.5
Wyoming	274	281	2.6%	196.1	200.1
Colorado	2,694	3,254	20.8%	331.2	366.5
New Mexico	358	269	– 24.9%	128.4	96.0
Arizona	693	664	– 4.2%	88.6	89.7
Utah	576	571	– 0.9%	174.9	169.7
Nevada	367	360	– 1.9%	183.0	176.9
Pacific	**13,507**	**13,507**	**0.0%**	**174.5**	**169.0**
Alaska	173	289	67.1%	122.5	194.0
Hawaii	250	283	13.2%	117.5	129.9
Washington	1,637	1,774	8.4%	160.4	166.8
Oregon	1,151	1,001	– 13.0%	174.2	147.0
California	10,296	10,160	– 1.3%	180.5	172.7
Total United States	**57,253**	**61,232**	**6.9%**	**115**	**120**

p = preliminary

Business Failures by 25 Largest Cities

	1985		1986 p		% Change	
	Number	Liabilities	Number	Liabilities	Number	Liabilities
New York, NY	485	$5,883,357,170	357	$772,807,039	-26.4%	-86.9%
Chicago, IL	673	286,775,691	637	1,201,016,144	-5.3%	318.8%
Los Angeles, CA	997	558,398,731	573	796,886,355	-42.5%	42.7%
Philadelphia, PA	187	274,825,423	205	41,560,432	9.6%	-84.9%
Detroit, MI	146	62,891,956	164	63,124,547	12.3%	0.4%
Houston, TX	1,507	1,544,502,758	1,920	5,292,986,737	27.4%	242.7%
Baltimore, MD	160	62,802,997	168	186,680,092	5.0%	197.2%
Dallas, TX	376	731,530,425	676	3,410,682,261	79.8%	366.2%
Washington, DC	60	27,249,689	69	71,966,369	15.0%	164.1%
Cleveland, OH	219	48,180,208	135	157,388,489	-38.4%	226.7%
Indianapolis, IN	165	42,012,082	199	41,381,113	20.6%	-1.5%
Milwaukee, WI	261	51,364,992	284	23,359,870	8.8%	-54.5%
San Francisco, CA	207	105,087,000	206	51,235,803	-0.5%	-51.2%
San Diego, CA	618	73,594,448	598	603,525,145	-3.2%	720.1%
San Antonio, TX	160	62,580,726	288	318,099,211	80.0%	408.3%
Boston, MA	79	37,736,577	114	168,294,001	44.3%	346.0%
Memphis, TN	186	35,418,075	175	14,293,109	-5.9%	-59.6%
St. Louis, MO	72	8,475,632	168	14,983,552	133.3%	76.8%
New Orleans, LA	143	119,023,785	129	450,450,964	-9.8%	278.5%
Phoenix, AZ	243	270,089,430	216	107,696,703	-11.1%	-60.1%
Columbus, OH	317	47,126,369	216	44,264,643	-31.9%	-6.1%
Seattle, WA	279	497,424,459	240	47,373,617	-14.0%	-90.5%
Jacksonville, FL	114	12,009,203	134	5,927,014	17.5%	-50.6%
Pittsburgh, PA	181	122,506,546	126	278,005,166	-30.4%	126.9%
Denver, CO	639	888,055,978	770	436,421,152	20.5%	-50.9%
Total 25 Cities	**8,474**	**$11,853,020,350**	**8,767**	**$14,600,409,528**	**3.5%**	**23.2%**
Balance of Country	48,779	$25,084,349,128	52,465	$29,445,578,278	7.6%	17.4%
Total United States	**57,253**	**$36,937,369,478**	**61,232**	**$44,045,987,806**	**6.9%**	**19.2%**

p = preliminary

Business Failures by Industry

	1985		1986 p		% Change		Failure rate per 10,000 listed concerns	
	Number	Liabilities	Number	Liabilities	Number	Liabilities	1985	1986 p
Agriculture, Forestry & Fishing								
Agricultural production-crops	1,655	$687,285,353	1,695	$745,904,266	2.4%	8.5%	306	261
Agricultural production-livestock	573	226,280,590	443	273,073,966	-22.7%	20.7%	200	152
Agricultural services	430	98,536,595	449	83,095,485	4.4%	-15.7%	84	84
Forestry	16	3,624,385	12	258,017	-25.0%	-92.9%	111	66
Fishing, hunting & trapping	25	10,900,453	23	7,697,920	-8.0%	-29.4%	132	122
Total Agriculture, Forestry & Fishing	**2,699**	**$1,026,627,376**	**2,622**	**$1,110,029,654**	**-2.9%**	**8.1%**	**197**	**173**
Mining								
Metal mining	36	$33,936,562	26	$29,767,451	-27.8%	-12.3%	271	204
Anthracite mining	5	21,725,972	5	470,088	0.0%	-97.8%	215	222
Bituminous coal & lignite mining	161	174,248,644	131	75,763,797	-18.6%	-56.5%	400	337
Oil & gas extraction	565	1,533,709,421	724	3,027,359,786	28.1%	97.4%	177	225
Nonmetallic mineral mining, except fuel	29	78,372,107	25	20,116,495	-13.8%	-74.3%	79	69
Total Mining	**796**	**$1,841,992,706**	**911**	**$3,153,477,617**	**14.4%**	**71.2%**	**193**	**221**
Construction								
General contractors & operative builders	2,759	$1,255,489,822	2,622	$1,012,854,338	-5.0%	-19.3%	115	108
Construction other than buildings	419	113,500,424	446	138,078,591	6.4%	21.7%	115	114
Special trade contractors	3,827	634,132,567	3,969	692,787,166	3.7%	9.2%	104	105
Total Construction	**7,005**	**$2,003,122,813**	**7,037**	**$1,843,720,095**	**0.5%**	**-8.0%**	**109**	**107**
Manufacturing								
Food & kindred products	261	$284,501,745	235	$461,618,665	-10.0%	62.3%	127	112
Tobacco manufacturers	0	0	0	0	0.0%	0.0%	0	0
Textile mill products	110	211,209,429	73	22,914,980	-33.6%	-89.2%	129	83
Apparel & other textile products	338	147,705,171	286	103,943,136	-15.4%	-29.6%	128	108
Lumber & wood products	415	218,994,255	391	117,471,018	-5.8%	-46.4%	136	125
Furniture & fixtures	236	166,396,373	242	105,525,140	2.5%	-36.6%	161	163
Paper & allied products	55	38,247,409	46	14,167,983	-16.4%	-63.0%	100	81
Printing & publishing	659	157,018,784	602	137,365,864	-8.6%	-12.5%	94	84
Chemicals & allied products	172	691,806,740	131	107,506,918	-23.8%	-84.5%	126	93
Petroleum refining	26	193,278,166	31	65,157,993	19.2%	-66.3%	145	167
Rubber & misc. plastic products	157	108,335,151	142	158,681,897	-9.6%	46.5%	117	101
Leather & leather products	47	70,614,791	47	10,506,410	0.0%	-85.1%	130	135
Stone, clay & glass products	159	155,675,035	163	168,553,879	2.5%	8.3%	98	100
Primary metal industries	122	268,056,660	133	1,989,453,558	9.0%	642.2%	169	177
Fabricated metal products	484	305,672,117	524	319,568,358	8.3%	4.5%	125	131
Machinery, except electrical	721	580,118,087	729	1,596,647,747	1.1%	175.2%	110	110
Electrical & electronic equipment	329	410,020,795	331	195,439,344	0.6%	-52.3%	154	150
Transportation equipment	197	584,763,342	224	323,704,751	13.7%	-44.6%	165	184
Instruments & related products	110	102,998,003	140	57,981,667	27.3%	-43.7%	85	103
Misc. manufacturing industries	271	133,177,895	270	231,227,646	-0.4%	73.6%	101	98
Total Manufacturing	**4,869**	**$4,828,589,948**	**4,740**	**$6,187,436,954**	**-2.6%**	**28.1%**	**119**	**113**

p = preliminary

	1985		1986 p		% Change		Failure rate per 10,000 listed concerns	
	Number	Liabilities	Number	Liabilities	Number	Liabilities	1985	1986 p
Transportation & Public Utilities								
Railroad transportation	9	$3,270,163	6	$15,964,270	−33.3%	388.2%	170	75
Local & interurban passenger transportation	148	211,862,680	144	35,367,853	−2.7%	−83.3%	127	109
Trucking & warehousing	1,617	638,948,713	1,609	803,804,233	−0.5%	25.8%	183	169
U.S. Postal Service	0	0	0	0	0.0%	0.0%	0	0
Water transportation	105	91,720,278	112	383,606,274	6.7%	318.2%	123	131
Air transportation	104	509,260,880	91	177,735,199	−12.5%	−65.1%	146	115
Pipelines, except natural gas	0	0	0	0	0.0%	0.0%	0	0
Transporation services	322	176,896,902	374	942,151,138	16.1%	432.6%	123	135
Communication	173	250,716,100	155	125,595,131	−10.4%	−49.9%	124	97
Electric, gas & sanitary services	58	92,330,451	61	96,979,756	5.2%	5.0%	49	43
Total Transportation & Public Utilities	**2,536**	**$1,975,006,167**	**2,552**	**$2,581,203,854**	**0.6%**	**30.7%**	**151**	**139**
Wholesale Trade								
Durable Goods								
Motor vehicles & automotive equipment	385	$140,267,559	391	$164,053,243	1.6%	17.0%	88	90
Furniture & home furnishings	204	42,493,486	189	30,519,996	−7.4%	−28.2%	125	112
Lumber & construction materials	215	92,482,638	268	72,734,849	24.7%	−21.4%	100	121
Sporting goods, toys & hobby goods	104	25,493,905	110	26,091,214	5.8%	2.3%	104	109
Metals & minerals, except petroleum	115	641,014,168	134	113,707,650	16.5%	−82.3%	121	140
Electrical goods	317	76,296,990	322	74,186,519	1.6%	−2.8%	103	101
Hardware, plumbing & heating equipment	215	205,689,693	211	66,329,447	−1.9%	−67.8%	100	98
Machinery, equipment & supplies	1,275	557,487,395	1,321	652,231,684	3.6%	17.0%	115	117
Miscellaneous durable goods	303	183,372,476	310	92,707,481	2.3%	−49.4%	96	95
Total Durable Goods	**3,133**	**$1,964,598,310**	**3,256**	**$1,292,562,083**	**3.9%**	**−34.2%**	**106**	**108**
Nondurable Goods								
Paper & paper products	135	$64,118,628	128	$38,577,155	−5.2%	−39.8%	101	89
Drugs, proprietaries & sundries	46	81,498,076	43	8,825,559	−6.5%	−89.2%	98	85
Apparel, piece goods & notions	179	71,464,254	148	37,991,541	−17.3%	−46.8%	86	65
Groceries & related products	519	165,718,429	440	202,333,108	−15.2%	22.1%	121	97
Farm-product raw materials	99	59,530,750	81	60,093,064	−18.2%	0.9%	88	72
Chemicals & allied products	71	14,942,489	81	8,536,324	14.1%	−42.9%	77	83
Petroleum & petroleum products	121	213,228,901	110	181,013,350	−9.1%	−15.1%	69	62
Beer, wine & distilled beverages	56	11,098,016	45	13,157,311	−19.6%	18.6%	96	76
Miscellaneous nondurable goods	477	186,312,598	483	99,896,913	1.3%	−46.4%	90	87
Total Nondurable Goods	**1,703**	**$867,912,141**	**1,559**	**$650,424,325**	**−8.5%**	**−25.1%**	**95**	**83**
Total Wholesale Trade	**4,836**	**$2,832,510,451**	**4,815**	**$1,942,986,408**	**−0.4%**	**−31.4%**	**102**	**98**

p = preliminary

	1985		1986 p		% Change		Failure rate per 10,000 listed concerns	
	Number	Liabilities	Number	Liabilities	Number	Liabilities	1985	1986 p
Retail Trade								
Building materials & garden supplies	789	$728,572,846	755	$172,337,764	-4.3%	-76.3%	99	90
General merchandise stores	210	112,882,911	218	125,022,239	3.8%	10.8%	71	76
Food stores	1,298	216,015,361	1,157	172,256,372	-10.9%	-20.3%	96	86
Automotive dealers & service stations	1,390	300,007,038	1,305	434,899,826	-6.1%	45.0%	81	78
Apparel & accessory stores	1,836	191,311,561	1,915	214,257,612	4.3%	12.0%	164	170
Furniture & home furnishing stores	1,415	218,187,896	1,546	317,571,773	9.3%	45.5%	113	124
Eating & drinking places	3,340	635,807,082	3,241	744,287,011	-3.0%	17.1%	145	142
Miscellaneous Retail Trade								
Drug & proprietary stores	137	13,430,681	136	22,213,768	-0.7%	65.4%	38	39
Liquor stores	204	43,659,392	153	19,809,292	-25.0%	-54.6%	70	53
Used merchandise stores	142	16,691,655	134	17,620,560	-5.6%	5.6%	61	58
Sporting goods	386	42,540,772	408	39,901,949	5.7%	-6.2%	104	111
Book stores	65	4,380,413	75	5,004,665	15.4%	14.3%	74	85
Stationery stores	89	25,425,083	89	12,412,683	0.0%	-51.2%	106	102
Jewelry stores	213	42,633,837	232	32,992,193	8.9%	-22.6%	87	93
Hobby, toy & game shops	77	6,625,008	89	8,139,723	15.6%	22.9%	97	116
Camera & photographic supply stores	64	6,282,661	53	3,506,543	-17.2%	-44.2%	180	154
Gift, novelty & souvenir shops	310	22,498,464	320	30,272,860	3.2%	34.6%	82	83
Luggage & leather goods stores	17	329,085	17	2,582,348	0.0%	684.7%	102	104
Sewing, needlework & piece goods	78	5,460,525	70	4,702,451	-10.3%	-13.9%	62	60
Nonstore retailers	183	36,855,743	174	54,638,046	-4.9%	48.2%	98	92
Fuel & ice dealers	41	5,519,963	35	6,130,487	-14.6%	11.1%	37	32
Other retail stores	1,210	232,856,397	1,402	314,139,404	15.9%	34.9%	128	145
Total Miscellaneous Retail Trade	**3,216**	**$505,189,679**	**3,387**	**$574,066,972**	**5.3%**	**13.6%**	**91**	**95**
Total Retail Trade	**13,494**	**$2,907,974,374**	**13,524**	**$2,754,699,569**	**0.2%**	**-5.3%**	**109**	**109**
Finance, Insurance & Real Estate								
Banking	139	$7,495,099,824	157	$5,451,374,135	12.9%	-27.3%	70	81
Credit agencies, except banks	193	1,840,679,158	214	6,066,401,222	10.9%	229.6%	58	63
Security, commodity brokers & services	177	846,503,993	158	111,137,708	-10.7%	-86.9%	137	115
Insurance carriers	46	181,903,718	54	216,142,660	17.4%	18.8%	51	57
Insurance agents, brokers & services	259	49,625,169	331	280,282,524	27.8%	464.8%	23	31
Real estate	1,638	1,793,881,133	1,633	3,228,255,226	-0.3%	80.0%	73	71
Combined real estate, insurance, etc.	4	133,166	1	152,210	-75.0%	14.3%	27	7
Holding & other investment offices	220	331,732,390	223	396,530,866	1.4%	19.5%	117	126
Total Finance, Insurance & Real Estate	**2,676**	**$12,539,558,551**	**2,771**	**$15,750,276,551**	**3.6%**	**25.6%**	**62**	**64**

p = preliminary

	1985		1986 p		% Change		Failure rate per 10,000 listed concerns	
	Number	Liabilities	Number	Liabilities	Number	Liabilities	1985	1986 p
Services								
Hotels & other lodging places	304	$193,799,839	313	$297,166,694	3.0%	53.3%	63	65
Personal Services								
Laundry, cleaning & garment services	253	21,795,566	268	32,594,469	5.9%	49.5%	57	60
Photographic portrait studios	62	4,259,206	81	10,446,999	30.6%	145.3%	75	101
Beauty shops	305	31,245,700	325	41,526,244	6.6%	32.9%	76	78
Barber shops	52	2,604,399	33	1,820,253	-36.5%	-30.1%	85	54
Shoe repair & hat cleaning shops	23	1,945,098	20	920,231	-13.0%	-52.7%	45	40
Funeral services & crematories	29	4,886,876	19	1,851,351	-34.5%	-62.1%	19	12
Miscellaneous personal services	306	175,861,943	249	61,845,808	-18.6%	-64.8%	249	188
Total Personal Services	**1,030**	**$242,598,788**	**995**	**$151,005,355**	**-3.4%**	**-37.8%**	**78**	**74**
Business Services								
Advertising	230	$41,224,372	261	$44,643,697	13.5%	8.3%	112	122
Consumer credit reporting & collection	28	4,879,356	30	8,012,465	7.1%	64.2%	69	73
Mail, reproduction & steno services	222	20,062,783	265	32,606,017	19.4%	62.5%	93	104
Services to buildings	420	29,364,179	372	29,429,613	-11.4%	0.2%	170	142
News syndicates	5	256,314	4	439,998	-20.0%	71.7%	205	153
Personnel supply services	99	20,789,730	105	22,863,205	6.1%	10.0%	94	96
Computer & data processing services	373	113,613,994	329	499,683,292	-11.8%	339.8%	144	111
Miscellaneous business services	4,755	2,614,493,330	8,657	3,909,881,465	82.1%	49.5%	286	467
Total Business Services	**6,132**	**$2,844,684,058**	**10,023**	**$4,547,559,752**	**63.5%**	**59.9%**	**222**	**331**
Miscellaneous Services								
Automotive repair, services & garages	1,335	$143,676,277	1,469	$449,294,370	10.0%	212.7%	103	113
Miscellaneous repair services	720	62,864,456	687	99,053,983	-4.6%	57.6%	66	64
Motion pictures, amusement & recreation	654	786,635,734	765	444,218,286	17.0%	-43.5%	97	109
Health services	577	251,351,514	692	389,569,552	19.9%	55.0%	20	24
Legal services	191	60,382,732	181	79,014,215	-5.2%	30.9%	15	15
Educational services	100	41,249,801	126	27,636,652	26.0%	-33.0%	17	24
Social services	200	81,058,807	196	52,959,948	-2.0%	-34.7%	72	66
Museum, botanical & zoological gardens	5	1,230,113	4	506,998	-20.0%	-58.8%	36	26
Membership organizations	69	31,622,840	65	19,178,105	-5.8%	-39.4%	10	9
Private households	8	1,667,298	11	1,644,448	37.5%	-1.4%	242	322
Engineering & architectural services	335	141,602,431	296	113,841,141	-11.6%	-19.6%	79	66
Noncommercial research organizations	1	11,749	6	247,669	500.0%	2008.0%	5	31
Accounting, auditing & bookkeeping services	162	32,981,159	185	89,538,984	14.2%	171.5%	31	35
Other services	4,826	1,565,082,516	4,898	1,616,672,473	1.5%	3.3%	—	—
Total Miscellaneous Services	**9,183**	**$3,201,417,427**	**9,581**	**3,383,376,824**	**4.3%**	**5.7%**	**93**	**94**
Total Services	**16,649**	**$6,482,500,112**	**20,912**	**$8,379,108,625**	**25.6%**	**29.3%**	**115**	**139**
Total Public Administration	**12**	**$2,234,660**	**20**	**$3,389,902**	**66.7%**	**51.7%**	**—**	**—**
Nonclassifiable Establishments	1,681	$497,252,320	1,328	$339,658,577	-21.0%	-31.7%	—	—
Total United States	**57,253**	**$36,937,369,478**	**61,232**	**$44,045,987,806**	**6.9%**	**19.2%**	**115**	**120**

p = preliminary

Business Failures by Industry Sector by State and Region

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Unclassifiable establishments	Total
New England Region											
Maine											
1985	0	0	9	12	2	6	38	0	13	0	80
1986 p	2	0	4	11	5	6	23	0	8	0	59
% Change	—	0.0%	−55.6%	−8.3%	150.0%	0.0%	−39.5%	0.0%	−38.5%	0.0%	−26.3%
New Hampshire											
1985	0	0	6	15	2	8	9	2	19	0	61
1986 p	0	0	6	13	2	9	12	0	12	0	54
% Change	0.0%	0.0%	0.0%	−13.3%	0.0%	12.5%	33.3%	−100.0%	−36.8%	0.0%	−11.5%
Vermont											
1985	1	0	4	4	2	1	9	0	17	0	38
1986 p	1	0	4	5	0	2	9	0	9	0	30
% Change	0.0%	0.0%	0.0%	25.0%	−100.0%	100.0%	0.0%	0.0%	−47.1%	0.0%	−21.1%
Massachusetts											
1985	2	0	49	109	22	81	158	14	248	0	683
1986 p	3	0	44	92	24	52	132	10	372	4	733
% Change	50.0%	0.0%	−10.2%	−15.6%	9.1%	−35.8%	−16.5%	−28.6%	50.0%	—	7.3%
Connecticut											
1985	2	0	34	80	11	27	106	5	40	1	306
1986 p	1	1	15	41	11	39	55	6	33	0	202
% Change	−50.0%	—	−55.9%	−48.8%	0.0%	44.4%	−48.1%	20.0%	−17.5%	−100.0%	−34.0%
Rhode Island											
1985	0	0	5	11	0	4	21	2	17	0	60
1986 p	0	0	6	13	1	8	5	0	4	0	37
% Change	0.0%	0.0%	20.0%	18.2%	—	100.0%	−76.2%	−100.0%	−76.5%	0	−38.3%
Total New England											
1985	**5**	**0**	**107**	**231**	**39**	**127**	**341**	**23**	**354**	**1**	**1,228**
1986 p	**7**	**1**	**79**	**175**	**43**	**116**	**236**	**16**	**438**	**4**	**1,115**
% Change	**40.0%**	**—**	**−26.2%**	**−24.2%**	**10.3%**	**−8.7%**	**−30.8%**	**−30.4%**	**23.7%**	**300.0%**	**−9.2%**

p = preliminary

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Unclassifiable establishments	Total
Middle Atlantic Region											
New York											
1985	10	3	137	297	69	248	592	62	401	32	1,851
1986 p	14	2	139	223	73	225	437	43	348	6	1,510
% Change	40.0%	-33.3%	1.5%	-24.9%	5.8%	-9.3%	-26.2%	-30.6%	-13.2%	-81.3%	-18.4%
New Jersey											
1985	13	0	117	145	67	130	238	38	218	24	990
1986 p	4	0	95	138	60	112	242	26	228	2	907
% Change	-69.2%	0.0%	-18.8%	-4.8%	-10.4%	-13.8%	1.7%	-31.6%	4.6%	-91.7%	-8.4%
Pennsylvania											
1985	43	18	249	206	68	163	505	56	337	12	1,657
1986 p	30	27	226	177	70	135	462	49	383	4	1,563
% Change	-30.2%	50.0%	-9.2%	-14.1%	2.9%	-17.2%	-8.5%	-12.5%	13.6%	-66.7%	-5.7%
Total Middle Atlantic											
1985	**66**	**21**	**503**	**648**	**204**	**541**	**1,335**	**156**	**956**	**68**	**4,498**
1986 p	**48**	**29**	**460**	**538**	**203**	**472**	**1,141**	**118**	**959**	**12**	**3,980**
% Change	**-27.3%**	**38.1%**	**-8.5%**	**-17.0%**	**-0.5%**	**-12.8%**	**-14.5%**	**-24.4%**	**0.3%**	**-82.4%**	**-11.5%**
East North Central Region											
Ohio											
1985	108	33	326	212	128	201	612	81	588	167	2,456
1986 p	60	24	255	179	115	161	479	55	724	5	2,057
% Change	-44.4%	-27.3%	-21.8%	-15.6%	-10.2%	-19.9%	-21.7%	-32.1%	23.1%	-97.0%	-16.2%
Indiana											
1985	110	2	147	132	66	131	341	35	278	3	1,245
1986 p	103	7	122	105	62	104	259	40	276	7	1,085
% Change	-6.4%	250.0%	-17.0%	-20.5%	-6.1%	-20.6%	-24.0%	14.3%	-0.7%	133.3%	-12.9%
Illinois											
1985	103	8	363	256	145	279	867	164	1,143	74	3,402
1986 p	144	19	294	253	182	254	745	103	967	316	3,277
% Change	39.8%	137.5%	-19.0%	-1.2%	25.5%	-9.0%	-14.1%	-37.2%	-15.4%	327.0%	-3.7%
Michigan											
1985	58	4	161	178	59	134	431	31	401	8	1,465
1986 p	105	3	147	198	84	138	437	35	460	2	1,609
% Change	81.0%	-25.0%	-8.7%	11.2%	42.4%	3.0%	1.4%	12.9%	14.7%	-75.0%	9.8%
Wisconsin											
1985	73	1	119	90	64	109	370	30	569	2	1,427
1986 p	112	1	115	83	67	94	403	32	653	1	1,561
% Change	53.4%	0.0%	-3.4%	-7.8%	4.7%	-13.8%	8.9%	6.7%	14.8%	-50.0%	9.4%
Total East North Central											
1985	**452**	**48**	**1,116**	**858**	**462**	**854**	**2,621**	**341**	**2,979**	**254**	**9,995**
1986 p	**524**	**54**	**933**	**818**	**510**	**751**	**2,323**	**265**	**3,080**	**331**	**9,589**
% Change	**15.9%**	**12.5%**	**-16.4%**	**-5.8%**	**10.4%**	**-12.1%**	**-11.4%**	**-22.3%**	**3.4%**	**30.3%**	**-4.1%**

p = preliminary

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Unclassifiable establishments	Total
West North Central Region											
Minnesota											
1985	9	0	63	68	16	82	191	17	59	1	506
1986 p	31	0	81	75	24	88	205	18	113	0	635
% Change	244.4%	0.0%	28.6%	10.3%	50.0%	7.3%	7.3%	5.9%	91.5%	−100.0%	25.5%
Iowa											
1985	289	1	71	42	34	62	171	19	139	2	830
1986 p	185	2	59	23	25	44	107	21	197	0	663
% Change	−36.0%	100.0%	−16.9%	−45.2%	−26.5%	−29.0%	−37.4%	10.5%	41.7%	−100.0%	−20.1%
Missouri											
1985	247	3	137	63	97	100	249	41	310	0	1,247
1986 p	232	3	140	88	114	125	329	42	548	1	1,622
% Change	−6.1%	0.0%	2.2%	39.7%	17.5%	25.0%	32.1%	2.4%	76.8%	—	30.1%
North Dakota											
1985	6	5	12	6	4	9	36	1	15	0	94
1986 p	6	2	11	3	7	9	39	3	18	0	98
% Change	0.0%	−60.0%	−8.3%	−50.0%	75.0%	0.0%	8.3%	200.0%	20.0%	0.0%	4.3%
South Dakota											
1985	39	1	17	9	5	14	29	4	27	0	145
1986 p	22	2	17	5	10	11	47	2	34	0	150
% Change	−43.6%	100.0%	0.0%	−44.4%	100.0%	−21.4%	62.1%	−50.0%	25.9%	0.0%	3.4%
Nebraska											
1985	99	3	49	18	20	37	90	20	150	1	487
1986 p	57	3	47	28	20	40	86	8	76	0	365
% Change	−42.4%	0.0%	−4.1%	55.6%	0.0%	8.1%	−4.4%	−60.0%	−49.3%	−100.0%	−25.1%
Kansas											
1985	296	38	192	60	88	84	349	60	414	2	1,583
1986 p	303	52	166	51	84	96	331	54	535	0	1,672
% Change	2.4%	36.8%	−13.5%	−15.0%	−4.5%	14.3%	−5.2%	−10.0%	29.2%	−100.0%	5.6%
Total West North Central											
1985	**985**	**51**	**541**	**266**	**264**	**388**	**1,115**	**162**	**1,114**	**6**	**4,892**
1986 p	**836**	**64**	**521**	**273**	**284**	**413**	**1,144**	**148**	**1,521**	**1**	**5,205**
% Change	**−15.1%**	**25.5%**	**−3.7%**	**2.6%**	**7.6%**	**6.4%**	**2.6%**	**−8.6%**	**36.5%**	**−83.3%**	**6.4%**

p = preliminary

South Atlantic Region	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Unclassifiable establishments	Total
Maryland											
1985	2	0	82	30	25	32	125	21	93	40	450
1986 p	10	1	79	38	20	30	108	26	131	19	462
% Change	400.0%	—	-3.7%	26.7%	-20.0%	-6.3%	-13.6%	23.8%	40.9%	-52.5%	2.7%
Delaware											
1985	0	0	5	5	4	3	23	1	5	0	46
1986 p	0	0	7	5	2	1	16	1	14	0	46
% Change	0.0%	0.0%	40.0%	0.0%	-50.0%	-66.7%	-30.4%	0.0%	180.0%	0.0%	0.0%
District of Columbia											
1985	0	0	1	2	4	2	17	3	16	15	60
1986 p	0	0	3	0	4	2	17	2	32	9	69
% Change	0.0%	0.0%	200.0%	-100.0%	0.0%	0.0%	0.0%	-33.3%	100.0%	-40.0%	15.0%
Virginia											
1985	52	35	198	55	71	51	243	40	215	31	991
1986 p	33	30	106	32	34	47	197	17	174	14	684
% Change	-36.5%	-14.3%	-46.5%	-41.8%	-52.1%	-7.8%	-18.9%	-57.5%	-19.1%	-54.8%	-31.0%
West Virginia											
1985	10	36	43	16	28	31	106	10	86	1	367
1986 p	4	22	30	17	5	25	83	1	38	0	225
% Change	-60.0%	-38.9%	-30.2%	6.3%	-82.1%	-19.4%	-21.7%	-90.0%	-55.8%	-100.0%	-38.7%
North Carolina											
1985	14	1	99	82	32	59	215	13	146	4	665
1986 p	23	1	95	71	24	35	169	22	142	1	583
% Change	64.3%	0.0%	-4.0%	-13.4%	-25.0%	-40.7%	-21.4%	69.2%	-2.7%	-75.0%	-12.3%
South Carolina											
1985	10	0	33	31	10	23	92	4	27	0	230
1986 p	4	0	49	23	17	30	74	11	56	0	264
% Change	-60.0%	0.0%	48.5%	-25.8%	70.0%	30.4%	-19.6%	175.0%	107.4%	0.0%	14.8%
Georgia											
1985	16	0	80	58	30	46	109	14	599	0	952
1986 p	9	0	47	42	18	46	97	13	334	0	606
% Change	-43.8%	0.0%	-41.3%	-27.6%	-40.0%	0.0%	-11.0%	-7.1%	-44.2%	0.0%	-36.3%
Florida											
1985	26	3	345	214	67	310	621	84	1,123	1	2,794
1986 p	33	4	423	240	79	332	717	116	1,370	2	3,316
% Change	26.9%	33.3%	22.6%	12.1%	17.9%	7.1%	15.5%	38.1%	22.0%	100.0%	18.7%
Total South Atlantic											
1985	**130**	**75**	**886**	**493**	**271**	**557**	**1,551**	**190**	**2,310**	**92**	**6,555**
1986 p	**116**	**58**	**839**	**468**	**203**	**548**	**1,478**	**209**	**2,291**	**45**	**6,255**
% Change	**-10.8%**	**-22.7%**	**-5.3%**	**-5.1%**	**-25.1%**	**-1.6%**	**-4.7%**	**10.0%**	**-0.8%**	**-51.1%**	**-4.6%**

p = preliminary

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Unclassifiable establishments	Total
East South Central Region											
Kentucky											
1985	118	72	134	52	34	91	279	23	180	0	983
1986 p	96	51	113	59	45	73	285	15	210	0	947
% Change	-18.6%	-29.2%	-15.7%	13.5%	32.4%	-19.8%	2.2%	-34.8%	16.7%	0.0%	-3.7%
Tennessee											
1985	38	8	164	104	58	109	386	55	291	4	1,217
1986 p	36	7	123	98	51	75	316	38	418	4	1,166
% Change	-5.3%	-12.5%	-25.0%	-5.8%	-12.1%	-31.2%	-18.1%	-30.9%	43.6%	0.0%	-4.2%
Alabama											
1985	29	4	91	43	33	39	198	20	148	3	608
1986 p	6	3	58	33	15	31	115	17	91	0	369
% Change	-79.3%	-25.0%	-36.3%	-23.3%	-54.5%	-20.5%	-41.9%	-15.0%	-38.5%	-100.0%	-39.3%
Mississippi											
1985	45	9	51	43	29	33	145	22	90	1	468
1986 p	47	5	55	27	19	36	151	13	148	0	501
% Change	4.4%	-44.4%	7.8%	-37.2%	-34.5%	9.1%	4.1%	-40.9%	64.4%	-100.0%	7.1%
Total East South Central											
1985	**230**	**93**	**440**	**242**	**154**	**272**	**1,008**	**120**	**709**	**8**	**3,276**
1986 p	**185**	**66**	**349**	**217**	**130**	**215**	**867**	**83**	**867**	**4**	**2,983**
% Change	**-19.6%**	**-29.0%**	**-20.7%**	**-10.3%**	**-15.6%**	**-21.0%**	**-14.0%**	**-30.8%**	**22.3%**	**-50.0%**	**-8.9%**
West South Central Region											
Arkansas											
1985	41	6	66	64	32	54	158	18	183	0	622
1986 p	23	4	53	41	19	28	104	9	91	0	372
% Change	-43.9%	-33.3%	-19.7%	-35.9%	-40.6%	-48.1%	-34.2%	-50.0%	-50.3%	0.0%	-40.2%
Oklahoma											
1985	53	61	156	51	60	62	205	111	271	0	1,030
1986 p	140	102	502	103	140	147	547	179	974	0	2,834
% Change	164.2%	67.2%	221.8%	102.0%	133.3%	137.1%	166.8%	61.3%	259.4%	0.0%	175.1%
Louisiana											
1985	77	60	210	54	96	118	419	71	258	20	1,383
1986 p	118	60	198	59	92	112	617	142	422	4	1,824
% Change	53.2%	0.0%	-5.7%	9.3%	-4.2%	-5.1%	47.3%	100.0%	63.6%	-80.0%	31.9%
Texas											
1985	80	204	740	392	164	438	940	325	1,362	263	4,908
1986 p	118	312	831	466	180	627	1,209	386	3,536	9	7,674
% Change	47.5%	52.9%	12.3%	18.9%	9.8%	43.2%	28.6%	18.8%	159.6%	-96.6%	56.4%
Total West South Central											
1985	**251**	**331**	**1,172**	**561**	**352**	**672**	**1,722**	**525**	**2,074**	**283**	**7,943**
1986 p	**399**	**478**	**1,584**	**669**	**431**	**914**	**2,477**	**716**	**5,023**	**13**	**12,704**
% Change	**59.0%**	**44.4%**	**35.2%**	**19.3%**	**22.4%**	**36.0%**	**43.8%**	**36.4%**	**142.2%**	**-95.4%**	**59.9%**

p = preliminary

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Unclassifiable establishments	Total
Mountain Region											
Montana											
1985	14	2	28	17	6	18	66	12	31	0	194
1986 p	9	4	26	18	11	15	61	4	36	0	184
% Change	-35.7%	100.0%	-7.1%	5.9%	83.3%	-16.7%	-7.6%	-66.7%	16.1%	0.0%	-5.2%
Idaho											
1985	18	1	25	18	14	26	63	5	33	0	203
1986 p	20	3	44	21	13	30	88	15	77	0	311
% Change	11.1%	200.0%	76.0%	16.7%	-7.1%	15.4%	39.7%	200.0%	133.3%	0.0%	53.2%
Wyoming											
1985	22	20	43	15	8	11	58	15	82	0	274
1986 p	11	13	41	15	10	17	71	11	92	0	281
% Change	-50.0%	-35.0%	-4.7%	0.0%	25.0%	54.5%	22.4%	-26.7%	12.2%	0.0%	2.6%
Colorado											
1985	129	67	417	135	105	160	581	225	874	1	2,694
1986 p	136	51	465	160	98	170	617	232	1,321	4	3,254
% Change	5.4%	-23.9%	11.5%	18.5%	-6.7%	6.3%	6.2%	3.1%	51.1%	300.0%	20.8%
New Mexico											
1985	8	13	52	25	8	20	99	21	110	2	358
1986 p	8	16	39	17	8	24	87	12	58	0	269
% Change	0.0%	23.1%	-25.0%	-32.0%	0.0%	20.0%	-12.1%	-42.9%	-47.3%	-100.0%	-24.9%
Arizona											
1985	17	8	102	50	29	45	109	34	280	19	693
1986 p	4	0	111	50	17	51	121	37	273	0	664
% Change	-76.5%	-100.0%	8.8%	0.0%	-41.4%	13.3%	11.0%	8.8%	-2.5%	-100.0%	-4.2%
Utah											
1985	10	16	81	39	24	64	135	67	138	2	576
1986 p	6	10	60	48	30	53	132	57	170	5	571
% Change	-40.0%	-37.5%	-25.9%	23.1%	25.0%	-17.2%	-2.2%	-14.9%	23.2%	150.0%	-0.9%
Nevada											
1985	7	8	34	15	16	20	66	26	175	0	367
1986 p	9	2	38	11	17	23	65	25	170	0	360
% Change	28.6%	-75.0%	11.8%	-26.7%	6.3%	15.0%	-1.5%	-3.8%	-2.9%	0.0%	-1.9%
Total Mountain											
1985	**225**	**135**	**782**	**314**	**210**	**364**	**1,177**	**405**	**1,723**	**24**	**5,359**
1986 p	**203**	**99**	**824**	**340**	**204**	**383**	**1,242**	**393**	**2,197**	**9**	**5,894**
% Change	**-9.8%**	**-26.7%**	**5.4%**	**8.3%**	**-2.9%**	**5.2%**	**5.5%**	**-3.0%**	**27.5%**	**-62.5%**	**10.0%**

p = preliminary

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Unclassifiable establishments	Total
Pacific Region											
Alaska											
1985	4	2	53	17	9	15	46	7	19	1	173
1986 p	2	4	65	4	16	13	72	21	91	1	289
% Change	-50.0%	100.0%	22.6%	-76.5%	77.8%	-13.3%	56.5%	200.0%	378.9%	0.0%	67.1%
Hawaii											
1985	5	0	21	19	16	15	61	53	60	0	250
1986 p	4	0	18	12	9	38	69	54	79	0	283
% Change	-20.0%	0.0%	-14.3%	-36.8%	-43.8%	153.3%	13.1%	1.9%	31.7%	0.0%	13.2%
Washington											
1985	90	3	295	144	80	141	444	69	366	5	1,637
1986 p	74	3	262	151	84	113	464	84	523	16	1,774
% Change	-17.8%	0.0%	-11.2%	4.9%	5.0%	-19.9%	4.5%	21.7%	42.9%	220.0%	8.4%
Oregon											
1985	23	3	114	106	50	75	211	28	541	0	1,151
1986 p	16	1	119	85	68	69	242	45	356	0	1,001
% Change	-30.4%	-66.7%	4.4%	-19.8%	36.0%	-8.0%	14.7%	60.7%	-34.2%	0.0%	-13.0%
California											
1985	233	34	975	960	425	815	1,862	597	3,444	951	10,296
1986 p	208	54	984	990	367	770	1,769	619	3,487	912	10,160
% Change	-10.7%	58.8%	0.9%	3.1%	-13.6%	-5.5%	-5.0%	3.7%	1.2%	-4.1%	-1.3%
Total Pacific											
1985	**355**	**42**	**1,458**	**1,246**	**580**	**1,061**	**2,624**	**754**	**4,430**	**957**	**13,507**
1986 p	**304**	**62**	**1,448**	**1,242**	**544**	**1,003**	**2,616**	**823**	**4,536**	**929**	**13,507**
% Change	**-14.4%**	**47.6%**	**-0.7%**	**-0.3%**	**-6.2%**	**-5.5%**	**-0.3%**	**9.2%**	**2.4%**	**-2.9%**	**0.0%**
Total United States											
1985	**2,699**	**796**	**7,005**	**4,869**	**2,536**	**4,836**	**13,494**	**2,676**	**16,649**	**1,693**	**57,253**
1986 p	**2,622**	**911**	**7,037**	**4,740**	**2,552**	**4,815**	**13,524**	**2,771**	**20,912**	**1,348**	**61,232**
% Change	**-2.9%**	**14.4%**	**0.5%**	**-2.6%**	**0.6%**	**-0.4%**	**0.2%**	**3.6%**	**25.6%**	**-20.4%**	**6.9%**

p = preliminary

Failures by Age of Business by Industry
1985, 1986 p

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Total
1985										
One year or less	8.0%	9.2%	8.6%	11.4%	12.5%	10.3%	15.7%	16.2%	20.6%	14.5%
Two years	5.8%	14.5%	11.3%	13.0%	13.5%	13.4%	17.2%	12.4%	14.4%	14.0%
Three years	5.1%	12.6%	9.0%	11.7%	10.9%	11.3%	12.8%	8.6%	11.0%	11.0%
Total Three Years or Less	**18.9%**	**36.3%**	**28.9%**	**36.1%**	**36.9%**	**35.0%**	**45.7%**	**37.2%**	**46.0%**	**39.5%**
Four years	5.1%	12.5%	7.3%	9.0%	8.5%	8.6%	9.1%	7.4%	8.3%	8.4%
Five years	8.1%	13.5%	7.9%	7.1%	8.9%	8.7%	7.8%	10.4%	8.7%	8.2%
Total Five Years or Less	**32.1%**	**62.3%**	**44.1%**	**52.2%**	**54.3%**	**52.3%**	**62.6%**	**55.0%**	**63.0%**	**56.1%**
Six years	5.8%	6.1%	7.1%	6.2%	6.5%	6.9%	6.3%	6.4%	6.2%	6.5%
Seven years	5.0%	5.2%	6.4%	5.4%	5.3%	6.0%	5.0%	4.9%	4.9%	5.3%
Eight years	3.6%	3.1%	6.4%	4.6%	4.5%	4.2%	4.3%	3.9%	3.7%	4.4%
Nine years	4.3%	2.7%	5.8%	3.9%	4.4%	4.3%	3.8%	4.3%	3.6%	4.1%
Ten years	4.7%	3.0%	4.6%	3.6%	3.8%	3.7%	2.5%	2.8%	2.9%	3.3%
Total Six to Ten Years	**23.4%**	**20.1%**	**30.3%**	**23.7%**	**24.5%**	**25.1%**	**21.9%**	**22.3%**	**21.3%**	**23.6%**
Over ten years	44.5%	17.6%	25.6%	24.1%	21.2%	22.6%	15.5%	22.7%	15.7%	20.3%
Total	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**
1986 p										
One year or less	8.5%	7.1%	7.8%	10.0%	10.6%	8.6%	14.7%	14.0%	19.4%	12.9%
Two years	5.9%	12.5%	10.7%	13.3%	12.5%	12.8%	17.1%	11.0%	13.9%	13.7%
Three years	6.1%	9.1%	10.8%	11.6%	11.7%	12.2%	13.5%	11.5%	11.6%	11.9%
Total Three Years or Less	**20.5%**	**28.7%**	**29.3%**	**34.9%**	**34.8%**	**33.6%**	**45.3%**	**36.5%**	**44.9%**	**38.5%**
Four years	4.6%	6.4%	7.6%	8.9%	9.4%	9.9%	9.2%	8.1%	8.6%	8.7%
Five years	4.0%	14.0%	6.7%	7.7%	8.9%	7.7%	7.0%	7.7%	7.1%	7.3%
Total Five Years or Less	**29.1%**	**49.1%**	**43.6%**	**51.5%**	**53.1%**	**51.2%**	**61.5%**	**52.3%**	**60.6%**	**54.5%**
Six years	6.7%	10.7%	7.1%	6.3%	6.9%	6.8%	5.6%	7.0%	6.5%	6.5%
Seven years	4.2%	6.3%	6.1%	5.3%	5.6%	5.5%	4.9%	5.9%	5.0%	5.3%
Eight years	4.6%	4.7%	6.1%	4.8%	4.5%	4.5%	4.6%	4.8%	4.1%	4.7%
Nine years	4.0%	3.6%	5.3%	4.3%	3.4%	3.8%	4.0%	4.3%	3.5%	4.1%
Ten years	3.5%	3.4%	5.4%	3.0%	3.0%	3.9%	3.2%	3.3%	2.9%	3.5%
Total Six to Ten Years	**23.0%**	**28.7%**	**30.0%**	**23.7%**	**23.4%**	**24.5%**	**22.3%**	**25.3%**	**22.0%**	**24.1%**
Over ten years	47.9%	22.2%	26.4%	24.8%	23.5%	24.3%	16.2%	22.4%	17.4%	21.4%
Total	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**

p = preliminary

Causes of Business Failures—1985

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Total
Neglect Causes	**3.6%**	**1.4%**	**2.9%**	**2.0%**	**2.2%**	**2.9%**	**3.3%**	**2.3%**	**2.6%**	**2.7%**
Bad habits	36.8%	36.3%	32.8%	33.0%	20.0%	26.9%	20.8%	26.2%	23.0%	25.7%
Business conflicts	9.2%	18.2%	13.4%	19.6%	10.9%	21.3%	12.2%	19.7%	12.0%	13.6%
Family problems	11.2%	0.0%	7.5%	3.1%	5.5%	5.7%	8.4%	8.2%	11.3%	8.5%
Lack of interest	9.2%	18.2%	14.4%	19.6%	18.2%	18.4%	18.1%	13.1%	11.1%	15.1%
Marital problems	16.3%	0.0%	9.5%	7.2%	12.7%	9.2%	14.2%	11.5%	16.4%	13.2%
Occupational conflicts	2.0%	18.2%	3.0%	4.1%	5.5%	5.0%	7.3%	3.3%	4.1%	4.9%
Poor health	15.3%	9.1%	19.4%	13.4%	27.2%	13.5%	19.0%	18.0%	22.1%	19.0%
Disaster Causes	**1.1%**	**0.5%**	**0.6%**	**0.9%**	**0.4%**	**0.8%**	**1.0%**	**0.4%**	**0.3%**	**0.6%**
Act of God	58.7%	25.0%	11.4%	4.5%	18.2%	4.9%	9.3%	30.0%	15.4%	14.2%
Burglary	0.0%	0.0%	2.3%	2.3%	0.0%	2.4%	7.0%	0.0%	9.6%	4.7%
Employee fraud	3.4%	0.0%	9.1%	2.3%	9.1%	12.2%	2.3%	20.0%	11.5%	6.3%
Fire	10.3%	25.0%	15.9%	59.1%	9.1%	34.1%	58.9%	0.0%	32.8%	40.0%
Death of owner	27.6%	25.0%	56.8%	31.8%	54.5%	46.4%	22.5%	50.0%	28.8%	33.4%
Strike	0.0%	25.0%	4.5%	0.0%	9.1%	0.0%	0.0%	0.0%	1.9%	1.4%
Fraud Causes	**0.1%**	**0.9%**	**0.4%**	**0.5%**	**0.4%**	**1.0%**	**0.3%**	**1.6%**	**0.4%**	**0.5%**
Embezzlement	0.0%	28.6%	28.0%	7.7%	27.3%	10.4%	13.0%	20.5%	28.1%	18.6%
False agreement	0.0%	0.0%	16.0%	15.4%	9.1%	6.3%	8.7%	25.0%	14.1%	12.9%
False statement	50.0%	0.0%	8.0%	11.5%	0.0%	12.5%	8.7%	9.1%	6.3%	9.0%
Irregular disposal of assets	0.0%	71.4%	36.0%	34.6%	45.4%	43.7%	54.4%	38.6%	31.3%	41.2%
Misleading name	25.0%	0.0%	0.0%	7.7%	9.1%	6.3%	2.2%	2.3%	6.3%	4.7%
Premeditated overbuy	25.0%	0.0%	12.0%	23.1%	9.1%	20.8%	13.0%	4.5%	14.1%	13.6%
Economic Factors Causes	**74.3%**	**72.4%**	**68.0%**	**62.6%**	**67.4%**	**65.0%**	**64.9%**	**59.6%**	**69.2%**	**66.3%**
Bad profits	75.8%	65.3%	71.3%	72.6%	74.0%	70.6%	70.4%	65.0%	73.8%	71.5%
High interest rates	8.5%	0.5%	2.9%	0.8%	1.1%	0.9%	0.7%	6.5%	1.9%	2.0%
Loss of market	7.8%	26.6%	12.2%	11.9%	12.8%	12.8%	9.3%	13.9%	10.6%	11.6%
No consumer spending	5.1%	4.5%	7.9%	6.4%	7.1%	7.1%	13.4%	8.7%	7.9%	8.8%
No future	2.8%	3.1%	5.7%	8.3%	5.0%	8.6%	6.2%	5.9%	5.8%	6.1%
Experience Causes	**17.6%**	**17.6%**	**21.3%**	**22.0%**	**21.9%**	**20.1%**	**23.8%**	**22.4%**	**22.2%**	**22.8%**
Incompetence	55.1%	37.2%	48.1%	44.5%	44.3%	46.6%	40.7%	40.6%	35.8%	39.1%
Lack of line experience	7.4%	16.4%	12.9%	17.4%	18.5%	16.0%	22.1%	25.4%	32.9%	21.7%
Lack of managerial experience	23.6%	14.3%	14.6%	12.2%	17.8%	11.3%	15.3%	8.3%	11.8%	12.8%
Unbalanced experience	13.9%	32.1%	24.4%	25.9%	19.4%	26.1%	21.9%	25.7%	19.5%	26.4%
Sales Causes	**7.6%**	**8.8%**	**13.2%**	**13.5%**	**13.4%**	**12.8%**	**16.6%**	**14.6%**	**15.2%**	**14.1%**
Competitively weak	12.2%	34.2%	19.9%	19.9%	28.8%	26.8%	26.9%	15.1%	18.4%	21.8%
Economic decline	39.0%	22.9%	31.3%	11.4%	11.1%	12.6%	10.3%	17.9%	8.1%	13.5%
Inadequate sales	45.9%	42.9%	47.3%	66.4%	58.9%	56.1%	55.8%	65.7%	72.3%	61.4%
Inventory difficulties	2.4%	0.0%	1.1%	1.7%	0.9%	3.9%	3.8%	0.8%	0.6%	2.0%
Poor location	0.5%	0.0%	0.4%	0.6%	0.3%	0.6%	3.2%	0.5%	0.6%	1.3%
Expenses Causes	**7.6%**	**10.2%**	**6.8%**	**7.7%**	**9.2%**	**6.9%**	**7.3%**	**6.7%**	**6.6%**	**8.3%**
Burdensome institutional debt	57.4%	29.6%	34.3%	39.9%	36.5%	39.8%	37.1%	41.7%	39.8%	32.9%
Heavy operating expenses	42.6%	70.4%	65.7%	60.1%	63.5%	60.2%	62.9%	58.3%	60.2%	67.1%
Customer Causes	**0.6%**	**1.5%**	**2.6%**	**2.2%**	**1.6%**	**2.4%**	**1.3%**	**0.9%**	**1.7%**	**1.7%**
Receivables difficulties	46.7%	58.3%	71.5%	62.3%	24.4%	49.6%	15.9%	60.9%	33.3%	43.1%
Too few customers	53.3%	41.7%	28.5%	37.7%	75.6%	50.4%	84.1%	39.1%	66.7%	56.9%
Assets Causes	**2.3%**	**0.9%**	**0.6%**	**0.6%**	**1.1%**	**0.6%**	**0.8%**	**1.7%**	**0.6%**	**0.8%**
Excessive fixed assets	71.4%	57.1%	36.6%	42.9%	70.4%	27.6%	25.5%	65.2%	45.2%	46.1%
Over expansion	28.6%	42.9%	63.4%	57.1%	29.6%	72.4%	74.5%	34.8%	54.8%	53.9%
Capital Causes	**1.6%**	**1.3%**	**1.2%**	**1.2%**	**0.7%**	**1.1%**	**1.2%**	**0.9%**	**0.7%**	**1.0%**
Burdensome contracts	21.4%	10.0%	28.0%	15.3%	10.5%	7.8%	16.4%	32.0%	22.5%	19.3%
Excessive withdrawals	64.3%	70.0%	45.2%	37.3%	63.2%	31.4%	39.4%	20.0%	49.2%	43.7%
Inadequate start capacity	14.3%	20.0%	26.8%	47.4%	26.3%	60.8%	44.2%	48.0%	28.3%	37.0%

Due to the fact that some failures are attributed to a combination of causes, the total of the major categories exceeds 100.0%.
The individual major category total was used to achieve the percents in the minor categories.

Causes of Business Failures—1986 p

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Total
Neglect Causes	**2.3%**	**0.9%**	**1.8%**	**2.1%**	**2.1%**	**2.2%**	**2.2%**	**1.6%**	**1.6%**	**1.8%**
Bad habits	32.7%	62.5%	23.1%	29.6%	15.1%	25.9%	18.2%	31.2%	22.8%	23.4%
Business conflicts	6.6%	0.0%	16.9%	23.5%	20.8%	18.3%	16.8%	22.2%	11.7%	15.9%
Family problems	6.6%	0.0%	2.3%	4.1%	11.3%	2.9%	7.2%	4.4%	7.4%	6.0%
Lack of interest	14.8%	25.0%	15.4%	19.4%	22.5%	26.0%	19.9%	11.1%	11.7%	17.0%
Marital problems	21.3%	0.0%	14.6%	5.1%	5.7%	6.7%	16.5%	13.3%	19.4%	14.7%
Occupational conflicts	0.0%	0.0%	4.6%	3.1%	5.7%	5.8%	5.2%	6.7%	5.5%	4.8%
Poor health	18.0%	12.5%	23.1%	15.3%	18.9%	14.4%	16.2%	11.1%	21.5%	18.2%
Disaster Causes	**0.5%**	**0.1%**	**0.4%**	**0.9%**	**0.4%**	**0.8%**	**0.8%**	**0.3%**	**0.2%**	**0.5%**
Act of God	57.2%	100.0%	19.4%	7.3%	20.0%	8.1%	10.6%	33.3%	15.8%	14.9%
Burglary	14.3%	0.0%	3.2%	0.0%	0.0%	2.7%	9.7%	0.0%	5.3%	5.8%
Employee fraud	14.3%	0.0%	3.2%	0.0%	20.0%	13.5%	2.7%	11.1%	10.5%	6.1%
Fire	7.1%	0.0%	16.1%	39.0%	30.0%	32.4%	53.1%	0.0%	34.2%	37.3%
Death of Owner	7.1%	0.0%	58.1%	53.7%	30.0%	43.3%	23.9%	55.6%	34.2%	35.9%
Strike	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Fraud Causes	**0.2%**	**0.5%**	**0.4%**	**0.4%**	**0.2%**	**0.8%**	**0.4%**	**0.9%**	**0.2%**	**0.4%**
Embezzlement	0.0%	20.0%	44.0%	14.3%	16.7%	26.3%	7.8%	28.0%	11.4%	19.1%
False agreement	0.0%	60.0%	4.0%	9.5%	0.0%	7.9%	11.8%	20.0%	13.6%	11.8%
False statement	25.0%	0.0%	12.0%	4.8%	0.0%	7.9%	11.8%	4.0%	6.8%	8.2%
Irregular disposal of assets	75.0%	20.0%	28.0%	47.6%	33.3%	29.0%	39.2%	44.0%	47.7%	39.1%
Misleading name	0.0%	0.0%	8.0%	4.8%	33.3%	2.6%	7.8%	0.0%	11.4%	6.8%
Premeditated overbuy	0.0%	0.0%	4.0%	19.0%	16.7%	26.3%	21.6%	4.0%	9.1%	15.0%
Economic Factors Causes	**80.0%**	**79.0%**	**69.8%**	**66.0%**	**68.6%**	**67.7%**	**68.3%**	**63.2%**	**75.7%**	**70.6%**
Bad profits	77.1%	69.5%	74.2%	72.8%	73.0%	70.1%	70.9%	72.7%	79.9%	75.0%
High interest rates	5.4%	0.6%	0.6%	0.1%	1.5%	0.5%	0.3%	0.6%	1.2%	1.0%
Loss of market	4.1%	18.8%	11.6%	12.9%	9.7%	13.4%	8.3%	11.9%	9.4%	9.9%
No consumer spending	11.3%	7.6%	8.8%	5.9%	10.5%	8.1%	14.9%	10.6%	6.0%	9.4%
No future	2.1%	3.5%	4.8%	8.3%	5.3%	7.9%	5.6%	4.2%	3.5%	4.7%
Experience Causes	**14.8%**	**12.6%**	**21.2%**	**20.9%**	**21.8%**	**19.4%**	**22.4%**	**19.4%**	**18.3%**	**20.7%**
Incompetence	58.5%	38.2%	50.8%	48.8%	47.1%	46.7%	45.9%	46.3%	43.5%	43.8%
Lack of line experience	6.2%	15.7%	8.3%	13.1%	13.3%	14.2%	17.6%	12.6%	15.0%	13.3%
Lack of managerial experience	13.4%	19.1%	14.3%	7.3%	17.8%	11.8%	14.1%	9.9%	13.2%	12.3%
Unbalanced experience	21.9%	27.0%	26.6%	30.8%	21.8%	27.3%	22.4%	31.2%	28.3%	30.6%
Sales Causes	**6.9%**	**7.1%**	**13.1%**	**11.8%**	**12.5%**	**12.5%**	**14.5%**	**11.0%**	**10.5%**	**11.7%**
Competitively weak	12.7%	13.8%	19.4%	21.1%	35.1%	19.0%	26.1%	14.4%	17.2%	21.0%
Economic decline	50.8%	38.5%	26.9%	13.1%	16.6%	16.5%	12.5%	23.0%	19.0%	18.5%
Inadequate sales	34.8%	47.7%	53.1%	64.2%	47.4%	60.3%	56.4%	62.3%	62.7%	58.1%
Inventory difficulties	0.6%	0.0%	0.4%	1.1%	0.3%	2.7%	3.0%	0.0%	0.4%	1.3%
Poor location	1.1%	0.0%	0.2%	0.5%	0.6%	1.5%	2.0%	0.3%	0.9%	1.1%
Expenses Causes	**7.4%**	**5.9%**	**7.2%**	**8.3%**	**8.5%**	**6.7%**	**7.3%**	**7.9%**	**7.1%**	**8.4%**
Burdensome institutional debt	68.2%	40.7%	38.2%	38.7%	33.9%	43.1%	45.2%	70.0%	49.4%	40.0%
Heavy operating expenses	31.8%	59.3%	61.8%	61.3%	66.1%	56.9%	54.8%	30.0%	50.6%	60.0%
Customer Causes	**0.5%**	**0.3%**	**1.5%**	**1.3%**	**1.2%**	**1.3%**	**1.1%**	**0.5%**	**1.1%**	**1.1%**
Receivables difficulties	46.2%	33.3%	81.9%	58.1%	67.7%	73.0%	28.3%	66.7%	29.5%	47.5%
Too few customers	53.8%	66.7%	18.1%	41.9%	32.3%	27.0%	71.7%	33.3%	70.5%	52.5%
Assets Causes	**0.6%**	**0.1%**	**0.5%**	**0.5%**	**0.7%**	**0.2%**	**0.6%**	**1.2%**	**0.4%**	**0.5%**
Excessive fixed assets	41.2%	0.0%	33.3%	30.4%	52.9%	36.4%	16.1%	38.2%	33.3%	30.2%
Over expansion	58.8%	100.0%	66.7%	69.6%	47.1%	63.6%	83.9%	61.8%	66.7%	69.8%
Capital Causes	**0.5%**	**0.7%**	**0.9%**	**0.9%**	**0.7%**	**0.7%**	**1.1%**	**0.8%**	**0.5%**	**0.7%**
Burdensome contracts	0.0%	16.7%	18.3%	28.6%	15.8%	8.6%	9.8%	30.4%	12.5%	14.4%
Excessive withdrawals	78.6%	50.0%	65.0%	21.4%	47.4%	51.4%	46.1%	47.9%	58.3%	50.7%
Inadequate start capacity	21.4%	33.3%	16.7%	50.0%	36.8%	40.0%	44.1%	21.7%	29.2%	34.9%

p = preliminary

Due to the fact that some failures are attributed to a combination of causes, the total of the major categories exceeds 100.0%. The individual major category total was used to achieve the percents in the minor categories.

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The Business Failure Record
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